

## Message Text

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PAGE 01 WELLIN 03819 180341Z

64

ACTION EB-07

INFO OCT-01 EA-07 ISO-00 CAB-02 CIAE-00 COME-00 DODE-00

      DOTE-00 INR-07 NSAE-00 FAA-00 L-03 /027 W

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P 180248Z DEC 75

FM AMEMBASSY WELLINGTON

TO SECSTATE WASHDC PRIORITY 624

LIMITED OFFICIAL USE WELLINGTON 3819

E.O. 11652: N/A

TAGS: EAIR, NZ

SUBJECT: CIVAIR: PAN AM'S PROBLEMS IN NEW ZEALAND

REF: WELLINGTON'S 3800

1. ON DECEMBER 18 E/C COUNSELOR RECEIVED COPY OF A LETTER DATED  
DECEMBER 61 FROM MR. DAVID R. MORGAN, DIRECTOR, PAN AM NEW  
ZEALAND TO MR. R. J. POLASCHECK, SECRETARY FOR TRANSPORT, NZ  
MINISTRY OF TRANSPORT. FOLLOWING IS VERBATIM TEXT:

"AFTER CONSULTATIONS WITH MY HEAD OFFICE I WOULD RESPECTFULLY  
SUBMIT

THE FOLLOWING IN CONNECTION WITH NEW ZEALAND FARE MATTERS:

"PAN AMERICAN DISAGREES WITH THE POSITION OF THE NEW ZEALAND  
GOVERNMENT IN REQUIRING PAN AMERICAN TO PAY AGENTS COMMISSIONS  
FOR TRAVEL ORIGINATING IN NEW ZEALAND THAT WERE AGREED UPON BY  
A MAJORITY OF CARRIERS - BUT NO PAN AMERICAN - IN NIC LAST APRIL.  
PAN AMERICAN HAD INITIALLY REFRAINED FROM APPLYING THESE COMMISSIONS  
ON THE BASIS OF LEGAL ADVISE THAT IT WAS NOT UNDER A DUTY TO DO SO  
UNDER INTERNATIONAL OR NEW ZEALAND LAW.

"HOWEVER, PAN AMERICAN CERTAINLY WISHES TO COMPLY, TO THE  
FULLEST EXTENT WITH NEW ZEALAND LAW, AND DOES NOT DESIRE TO  
EXACERBATE ITS RELATIONS WITH THE NEW ZEALAND GOVERNMENT BY  
PROTRACTING THIS ISSUE. THEREFORE, PAN AMERICAN WILL FILE AND WE  
WILL BEGIN PAYING SUCH COMMISSIONS AT THE EARLIEST PRACTICAL

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PAGE 02 WELLIN 03819 180341Z

EFFECTIVE DATE. WHILE THIS COMMITMENT IS UNCONDITIONAL PAN

AMERICAN, OF COURSE HOPES, THAT AFTER PROPER OPPORTUNITY FOR REVIEW, THE GOVERNMENT OF NEW ZEALAND WILL ACCEPT THE NEW IATA COMMISSIONS AGREEMENT WHICH HAS BEEN REACHED IN THE LAST FEW DAYS IN GENEVA, AND WHICH IS PLANNED FOR EFFECTIVENESS FEBRUARY 1ST, 1976.

"PAN AMERICAN ALSO BELIEVES THAT WITH SUFFICIENT ADDITIONAL TIME AS ALLOWED UNDER THE NEW ZEALAND/UNITED STATE BILATERAL, PAN AMERICAN COULD RESOLVE DIFFICULTIES IT HAS WITH THE GOVERNMENT ORDERED NEW ZEALAND/UNITED KINGDOM SPECIAL FARES. IN THE MEANTIME, HOWEVER, PAN AMERICAN IS WILLING TO FILE FOR IMMEDIATE EFFECT NEW FARE LEVELS OF SPECIAL GOVERNMENT ORDERED FARES WITH PREVIOUSLY EXISTING CONDITIONS.

"PAN AMERICAN IS THEN WILLING TO DISCUSS WITH THE GOVERNMENT OF NEW ZEALAND, OR TO NEGOTIATE WITH AIR NEW ZEALAND/BRITISH AIRWAYS, IF SO AUTHORISED BY THE UNITED STATES C.A.B., IN ORDER TO ARRIVE AT COMPROMISE ON THESE CONDITIONS, WHICH WILL STILL ALLOW PAN AMERICAN A REASONABLE PARTICIPATION IN THIS TRAFFIC.

"WE WILL APPRECIATE YOUR CONSIDERATION OF THE ABOVE".

COMPLIMENTARY CLOSE.

2. EMBASSY WILL SEND POLASCHEK'S REPLY TO EMBASSY LETTER (REFTEL) AND THE ABOVE QUOTED LETTER WHEN THIS IS RECEIVED.  
SELDEN

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** TEXT, DIPLOMATIC COMMUNICATIONS, INCENTIVE WAGE SYSTEMS, NEGOTIATIONS  
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**Draft Date:** 18 DEC 1975  
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**Disposition Approved on Date:**  
**Disposition Authority:** MorefiRH  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
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**Film Number:** D750439-0713  
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**Reference:** n/a  
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**TAGS:** EAIR, NZ, US, PANAM  
**To:** STATE  
**Type:** TE  
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